

## Work Experience

- DMW Export Pvt Ltd- Manufacturing and Export—Project Manager (Director)** Jan'19-ongoing
- Developed new ERP to manage end-to-end organization processes, leading a cross-functional team to streamline operations
  - Onboarded 11 new clients including Family Dollar, Ross Stores, Menards and Lidl Germany to add \$3.3mn to revenue (expected revenue of \$12mn in 3 years)
  - Designed 7 new molds and developed new product finishes to introduce product offerings for existing and new customers
  - Executed 6 exhibitions- Ambiente (Frankfurt) Canton Fair (China), Inspired Houseware Show(Chicago), EPCH (India), Hong Kong Houseware Show
- Xcanun Science and Tech-Research and Design Agency— Product Manager** Jun'20 - Apr'21
- Conducted user and product research for designing a patent pending Positive Air Pressure Respirator system
  - Managed sourcing, production and fund-raising to execute the design
  - Delivered the product to 50+ hospitals and clinics in North India
- Fosun RZ Capital-Venture Capital Fund— Analyst Track** Jul'18 - Dec'18
- Conducted sectoral and financial analysis, due diligence, for transaction(s) for start-ups in Babycare, Social Commerce, and Ride Hailing domains
  - Creating Investment Committee Memorandums for 13 startups across sectors and stages.
  - Presented & prepared comparative documents for 100+ Chinese, American and Indian Startups for weekly discussions and lead sourcing
- Changemakers Space-Coworking Space— Co-Founder** Jun'17 - Dec'17
- Generated 100+leads through brokers, targeted marketing and investor events to sell 60% of available space.
  - Strategic competitor analysis through primary research to assess opportunity
  - Hired team & structured the market entry to launch
  - Sold to accelerator wing of an early stage venture capital fund in 2018 with a long-term lease + revenue sharing agreement
- L2O-Collaborative EdTech Platform— Ambassador** Jun'16 - Jan'17
- Strategize the Indian market entry under leadership. Engaged and learnt from/with a cross-border team (France, UK, USA, India)
  - Secured partnerships with 6 organizations like PRADAN and Teach for America.
  - Managed product development roadmap for Android and IOS under product manager
  - Represented the company at TechSparks, TIECON, and other such events and conference
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## Education

- Post Graduate Diploma in Advance Studies and Research—Ashoka University** Aug'17-May '18  
Entrepreneurship and History- *Awarded Magna Cum Laude*
- Bachelors of Arts —Ashoka University** Aug'14-May'17  
Political Science, Philosophy and Economics with a Minor In Performing Arts
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## Research

- Technical White Paper— Xcanun Science and Tech- [xcanun.com/papr](https://xcanun.com/papr)** Aug'20-Dec'20  
Collaborated with doctors to analyze problems in the respiratory protection paradigm
- Business Case Study— Ashoka University** Jan'18-Jun'18  
Nykaa's omni channel market approach, inventory model & growth.
- Research Paper— Ashoka University** Jan'16- Jun'16  
Ethnographic study of social differentiation in group formation in college campuses
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## Leadership Positions

- Founder, President— Theatre Society- Ashoka University** Aug'14- Sept'17
- Conducted workshops for over 150 individuals. Directed multiple plays and won national competitions
  - Performed educational plays in 8 villages in Rural India about Mental Health Issues and Transgender rights
- Minister for Campus Life- Student Government – Ashoka University** Feb'15- May'16
- Responsible for improving and auditing campus facilities and policies
- Head Boy- Student Government- DPS, Rk Puram** Jul'13-May'14
- Elected Student Government President for 6000+ students
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## Volunteering

- The Minds Foundation — Mental Health Outreach and Education** Jun'20-Dec'20
- The Art of Living Foundation— Outreach and Fundraising** Jan'12- Ongoing
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## Certifications

- Design Thinking— Interactive Design Foundation** July'21
- Foundations of Global Health — John Hopkins University** May'20
- Information Systems— University of Minnesota** Sept'19
- Fundamentals of Business Thinking —Harvard Business School** May'18
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## Skills

Software-Solidworks | R | Python |Salesforce  
Organizational- Process Management | Digital Transformation |Financial Modelling |Product Sourcing | Production Planning  
Theatre and Design- Design Thinking |Script Writing |Somatic Therapy | Direction